DataVerify® Automates and Simplifies the Verification Process for Encompass Customers

Company Profile
- DataVerify
- Columbus, Ohio
- Integrated product: DRIVE, a comprehensive data verification platform

Challenge
Identify fraud and risk more efficiently, with improved accuracy.

Benefits
- Saved time
- Reduced risk
- Eliminated need to go to multiple sites
- Improved borrower satisfaction
- Simplified data verification

The challenge
In today’s “get it now, next-day-delivery” world, mortgage lenders have the need for speed. Getting borrowers from application to the closing table faster is critical, yet verifying data to ensure quality loans takes time.

In the past, mortgage companies had to navigate from web site to web site to collect hundreds of different data points, then spend more time cobbling the reams of information together. It was the only way to get a clear picture of the borrower, property value, and market risk—a process that added days to the lending lifecycle.

DataVerify® was founded in 2006 to solve this problem.

“Our mission since day one has been to create a different kind of service that helped lenders identify fraud and risk more efficiently,” explained Brad Bogel, senior vice president of DataVerify. “As of 2017, our DRIVE platform is now a part of 40% of all mortgage industry transactions.”

The company has been a part of the Ellie Mae Network from the beginning, now with 300 Encompass customers.

The solution
Essentially, DataVerify’s DRIVE platform aggregates all of the necessary loan information from various web sites, partners, and internal resources. It applies analytics and creates an easy-to-follow, one-page summary of all of the required information, with drill-down capabilities. So, lenders see the big picture, but also can easily access the nitty-gritty details if need be.

The platform integrates with Encompass through a plug-in, which can be set up, tested, and ready to go in just a few hours.

Two factors differentiate DataVerify from other verification services: the breadth of the data it collects, and the way the information is presented.

“By using one platform for all of their verifications, our customers get a clear, chronological file. So, for example, they get a more complete picture of the borrower, and how income relates to real estate history, and so on,” Bogel explained. “We’re unique in that we are truly a one-stop shop for all verifications. Our customers get all of the information they need, served up in a very elegant way, in a matter of seconds.”

Like Encompass, DataVerify is highly configurable. Customers can login to the DataVerify web site and pre-design what they want verified as the loan moves through the process.

“Lenders that review Freddie and Fannie will have different requirements than those that don’t. A lender in two states will have different requirements than those lending in 50 states. Veterans, USDA, first-time homebuyers, and refinances all need their unique sets of data,” Bogel explained. “Our platform is extremely flexible. We offer everything, but lenders can pick and choose the information they want for
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Brad Bogel
Senior Vice President
DataVerify

the different types of mortgage loans they write. It’s a comprehensive solution, but not ‘one size fits all.’ That’s a big differentiator of us, and a reason for our success.”

Encompass users agree. Based on their votes, DataVerify was named as the 2018 Ellie Mae Hall of Fame Award winner for Lender’s Choice: Best Service Provider. This award recognizes providers within the Ellie Mae Network that have contributed to the success of Ellie Mae customers and positively impacted the mortgage industry as a whole.

“To be nominated and selected by your customers—there’s no greater validation that you’re doing the right thing,” Bogel said. “It’s a true honor.”

The results

Looking at the results Encompass users get from DataVerify’s DRIVE platform, it’s easy to see why the company earned this recognition.

Speeds Up the Loan Process

“By automating the verification process within Encompass, we are able to shave between 45 minutes to two and a half hours off of the time it takes to process a loan,” Bogel said. “I recently met with an Encompass customer who was getting ready to hire three people, but held off after she saw what we offered. With our service, her existing staff could handle the loan volume, and go home before 7 p.m.”

Improves Loan Quality

Without the DRIVE platform, the mortgage company’s staff typically handles the forensic mortgage loan review, physically looking at all of the data. This process is cumbersome, and with so much information to look at there’s a high chance for human error.

DataVerify’s DRIVE platform automates this process, quickly comparing results from multiple databases for specific risk factors and discrepancies. It applies the same rules that a staff member would use, but can handle the verification in seconds.

By automating the verification process, the lender reduces errors, improves loan quality, and ensures compliance with OFAC and red flag rules. At the same time, it has complete visibility into the process, with a full audit trail that documents activity.

Gives Lenders a Competitive Advantage

Ultimately, the goal of DataVerify, like the goal of Ellie Mae, is the same.

“We don’t just sell technology. We solve problems by focusing on what’s important to our customers,” Bogel said. “By creating a product to efficiently and accurately validate data for lenders, we enable them to write more quality loans on a timely basis and deliver a better borrower experience. That helps them gain a competitive advantage.”